



Corporate News

LUDWIG BECK Group closes first quarter of 2016 with a growth in sales and gross profit – Integration of WORMLAND is progressing well

Munich, April 26, 2016 – The Munich fashion group LUDWIG BECK (ISIN DE 0005199905) has closed the first quarter of 2016 at a satisfactory level overall. At group level, the company was able to register a distinct increase in sales in comparison to the previous year, which was due to the acquisition of the new WORMLAND segment in the second quarter of 2015. LUDWIG BECK succeeded in holding up like-for-like sales in spite of challenging conditions. The German fashion trade concluded the first quarter of the current fiscal year with an accumulated deficit of 2%.

Development of sales

At group level, LUDWIG BECK generated gross sales in the amount of € 37.3m (previous year: € 21.7m) in the first three months of the year. The new WORMLAND segment contributed a total of € 16.3m to this amount.

Earnings situation

Gross profit reached € 14.3m (previous year: € 8.5m). The gross profit margin came to 45.5% (previous year: 46.3%). The reasons for this slight decline lay in the sales development in the first three months and the resulting sell-off of fall/winter goods with significant price changes, as well as the continuous sell-off of old WORMLAND stock.

Personnel expenses increased to € 7.7m in comparison to the previous year (previous year: € 4.4m). Non-recurring effects of personnel restructuring measures in the amount of € 0.7m were of consequence in this regard. Other expenses amounted to € 9.2m (previous year: € 3.9m).

Earnings before interest and taxes (EBIT) amounted to € -2.4m (previous year: € 0.0m), earnings before taxes (EBT) to € -2.7m (previous year: € -0.2m). Earnings after taxes were at € -2.5m (previous year: € -0.1m).

Outlook

For the LUDWIG BECK Group, the year 2016 is all about the integration and consolidation of WORMLAND. Dieter Münch, member of the Executive Board of LUDWIG BECK AG: *It is our goal to reinstate the former strength of WORMLAND in the market for exclusive men's fashion. To this end, we will apply the very same measures that have led the LUDWIG BECK Group on a long-standing, stable growth course.*

The Group still stays with its sales target for 2016, which is to generate trade sales in the amount of € 180m to € 190m and earnings before interest and taxes (EBIT) of € 8m to € 9m.

The comprehensive quarterly report for the first three months of the 2016 fiscal year is published online at <http://kaufhaus.ludwigbeck.de/english/> under *Investor Relations*, in the *Financial Publications* section under the heading *Interim Reports*.

Key figures of the Group

in €m	1/1/2016 – 3/31/2016	1/12015 – 3/31/2015
Gross sales	37.3	21.7
Net sales	31.4	18.3
Earnings before interest, taxes, depreciation and amortization (EBITDA)	-1.3	0.8
Earnings before interest and taxes (EBIT)	-2.4	0.0
Earnings before taxes (EBT)	-2.7	-0.2
Earnings after taxes	-2.5	-0.1
Equity (as per reporting date 3/31)	76.7	67.1
Equity ratio in % (as for reporting date 3/31)	56.2	59.4
Earnings per share (in €)	-0.68	-0.03
Investments	1.0	0.4
Employees ^{*)}	870	471
Apprentices (number)	50	47

^{*)}without apprentices

Segment Information

in €m	LUDWIG BECK	WORMLAND	GROUP
Gross sales	21.0	16.3	37.3
Earnings before interest, taxes, depreciation and amortization (EBITDA)	0.8	-2.1	-1.3
Earnings before interest and taxes (EBIT)	0.0	-2.4	-2.4

About LUDWIG BECK

LUDWIG BECK is one of the top fashion retail companies in Germany. In 2015, with approximately 500 employees it generated gross sales of € 104m (as per December 2015) on an area of about 12,400 sqm as well as through its online shop.

LUDWIG BECK is located in the heart of Munich, directly at Marienplatz. On seven floors the Munich fashion company showcases international fashion, leather goods and accessories, exclusive cosmetics and with over 120,000 titles Europe's largest onsite collection of classical, jazz and world music and audiobooks. Since the end of 2012, the singular brand portfolio of the beauty department is also available for online shopping at www.ludwigbeck.de. Customers can expect a unique selection of almost 10.000 products of more than 100 luxury and niche cosmetics brands.

WORMLAND:

THEO WORMLAND GmbH & Co. KG, based in Hanover, generated sales in the amount of approximately € 80m (as per December 31, 2015) with 467 employees on a total area of about 14,800 sqm in 2015. The group of companies is based on two differing store concepts: WORMLAND and THEO. Today, THEO WORMLAND GmbH & Co. KG ranges among Germany's top men's fashion retailers with a total of 15 outlets.

Investor Relations contact:

esVedra consulting GmbH

Metis Tarta

t: +49 89 206021-210

f: +49 89 206021-610

mt@esvedragroup.com

Group Accounting contact:

LUDWIG BECK AG

Jens Schott

t: +49 89 23691 – 798

f: +49 89 23691 – 600

jens.schott@ludwigbeck.de